

## CEOss Frequently Asked Questions - 12-Jan-05

1	<p><b>How should I go about assembling a team that can be competitive under CEOss?</b></p> <p>ACSS has posted a substantial amount of planning information on their web site. This information includes current briefings, handbooks, and POCs, as well as archival information from the previous "Open Season" year. Interested vendors should review the materials available, open dialogue with current prime vendors, and develop a suitable business model that will support their interests and team concept.</p>
2	<p><b>How does pricing and discounting affect CEOss?</b></p> <p>ACSS uses the guidance at FAR 8.4 with respect to BPA discounting practices, as well as negotiating with individual vendors for CEOss-specific pricing considerations. During the evaluation process pricing is evaluated, but is not rated, nor weighted. Risk is assessed based upon the IGCE and the variance (apart from discounts) associated with an Offeror's price for the work.</p>
3	<p><b>Do I have to have a facility within the Quantico commuting area?</b></p> <p>No. You are not required to have a local office, however you will find it useful to establish a presence within reasonable proximity of the base. Many of the CEOss vendors share facilities, or have other partnering arrangements that allow for economic use of space.</p>
4	<p><b>How does the CEOss "Open Season" work?</b></p> <p>Each year, ACSS will assess Command requirements and domain capabilities (e.g., vendors). This typically occurs during May - June of each year and is followed by both a FEDBIZOPS notice, as well as posting of an "Open Season" notice to the ACSS web site. During this period, some, or all of the domains may be opened for consideration of new prime vendor teams. Current CEOss prime vendors may also reconstitute their subcontractor teammates during this same period. New vendors will have the opportunity to respond to a formal RFQ using an approved GSA Schedule for consideration for a prime award, and current CEOss primes will have their BPAs reviewed (e.g., team member changes, pricing) and reapproved by the ACSS. Both actions are completed by September 1<sup>st</sup> and teams are locked for the following FY (e.g., FY06).</p>
5	<p><b>Is there a guaranteed minimum, or maximum amount of business that a vendor might get through CEOss?</b></p> <p>No. CEOss BPAs will last as long as the vendor's GSA Schedule and so long as a vendor remains a viable competitor. Typically, new firms have two (2) years to establish themselves as a viable business concern under CEOss. It is your responsibility to establish a business strategy across the Command and successfully execute that strategy.</p>
6	<p><b>Is a subcontractor limited to the schedules identified in a domain?</b></p> <p>Yes. The Schedules cited for inclusion in each domain ensure that the work requirements are within the prescribed scope of work associated with a particular domain. The CEOss handbook addresses these issues.</p>
7	<p><b>Is my firm limited to subcontracting participation under CEOss.</b></p> <p>No. Your firm may be on as many teams, across as many domains as you deem viable. There are no government restrictions on your business strategy.</p>
8	<p><b>Are there any restrictions on the size of vendor teams?</b></p> <p>No. Prime vendors are responsible for determining the size and composition of their teams based upon their business strategy. This will be evaluated in contrast to MCSC customer requirements, vendor capabilities to manage the team effectively, and other relative factors of consideration.</p>
9	<p><b>What if my company holds a prime BPA and is bought by another company that has a prime BPA in a different domain, can we both retain our BPAs under CEOss?</b></p> <p>The firm being acquired will have to surrender its BPA. A firm is allowed only a single prime BPA across all CEOss domain.</p>

## CEOss Frequently Asked Questions - 12-Jan-05

10	<p><a href="#">How does the ACSS determine into which domain work requirements will be released?</a></p> <p>ACSS staff accomplish a “collaborative” work-up with the project (technical) sponsor. Employing deterministic models that match customer investment and technical priorities with risk and market capabilities –results are aggregated by WBS element and then matched to domain capabilities. The domain that illustrates the highest percentage of work effort by WBS hosts the task.</p>
11	<p><a href="#">We are currently applying for LOGWORLD. When approved can we switch from MOBIS to LOGWORLD?</a></p> <p>No. This would constitute a new requirement and you would surrender your current BPA.</p>
12	<p><a href="#">Once the BPAs are awarded, are we able to establish new teaming relationships particularly as technology advances/changes and new companies emerge?</a></p> <p>Only during the annual open season.</p>
13	<p><a href="#">We have been approached by a niche company that would like to be a part of our CEOss team. Because they are so specialized, we don't think we will use them very often and do not see a benefit to having them on the team full time. Can we propose them on a discrete, or “as needed” basis per task order?</a></p> <p>Yes, but only if they are proposed as an ODC. Note that these types of ODCs are evaluated as “labor” and are added to the total labor price during task order evaluation. Companies pursuing this strategy in their bid should ensure they have discussed this with their respective PCO sponsor.</p>
14	<p><a href="#">Does CEOss allow for use of Time and Materials (T&amp;M) task orders?</a></p> <p>As a rule, no. CEOss employs performance based practices and Statements of Work, which are typically Firm Fixed Price (FFP). CEOss RFQs do provide risk-based Government Cost Estimates and a breakout of the percentages of work by WBS element to support development of an offer. Under certain conditions, CEOss RFQs will have a T&amp;M CLIN to accommodate work requirements that cannot be predicted with some degree of certainty; however, this is an exception.</p>
15	<p><a href="#">Does CEOss allow for incidental item purchases associated with task orders.</a></p> <p>As a rule, vendors are expected to be fully facilitized to perform any work they would perform under CEOss. GSA rates are expected to cover all equipment, facilities, training and other resources deemed “required” to perform a task order. Incidental items above this level are considered on a case-by-case basis, with particular scrutiny given to information technology items / applications. All ODC type charges are expected to be identified in both the vendor's BPA and noted in task order proposals if they illustrate an exception to normal cost elements. The CEOss handbook provides additional details on this cost element.</p>